



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE  
REAL ESATE COMMISSION  
REAL ESTATE EDUCATION COMMITTEE**

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: [DPR.DELAWARE.GOV](http://DPR.DELAWARE.GOV)  
EMAIL: [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us)

**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, August 2, 2018 at 9:30 a.m.**

**PLACE: Division of Professional Regulation  
861 Silver Lake Boulevard, Cannon Building  
First Floor Conference  
Dover, Delaware**

**MINUTES FOR APPROVAL:** August 09, 2018

**MEMBERS PRESENT**

Michael Rushe, Kent County, Public Member, Chairperson  
Judy Dean, Sussex County, Professional Member  
Juli Giles, New Castle County, Professional Member  
Sal Sedita, Sussex County, Professional Member  
Chrissy Steele, Sussex County, Professional Member  
Barbara Brodoway, New Castle County, Public Member, Vice-Chairperson

**MEMBERS ABSENT**

Denise Tatman, Sussex County, Public Member  
Maggie Scarborough, Kent County, Professional Member  
Debbie Oberdorf, Kent County, Professional Member

**DIVISION STAFF**

Mary Melvin, Administrative Specialist II

**OTHERS PRESENT**

Lisa Lauther

**CALL TO ORDER**

Mr. Rushe called the meeting to order at 9:44 a.m.

**REVIEW OF MINUTES**

The Committee reviewed the minutes from the June 7, 2018 meeting. Ms. Rushe moved, seconded by Ms. Giles, to approve the June minutes as written. By unanimous vote, the motion carried.

**NEW BUSINESS**

**Update from Commission**

There was no update from the Commission at this time.

Review of Course Provider Application(s)

Ms. Giles moved, seconded by Ms. Brodoway, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

Delaware Association of Realtors     **Approved**

Supervision Disclosure Review and Update

Module(s): 4

Credit Hours: 3

New Disclosure Forms-What You Need to Know **Approved**

Module(s):5

Credit Hours: 3

Legislative Update **Approved**

Module(s):5

Credit Hours: 3

Real Estate Investing **Approved**

Module(s):6 and 7

Credit Hours: 6

Five Stellar Steps to Create the Exceptional Seller Experience **Approved**

Module(s):7

Credit Hours: 3

OMEGA Real Estate School

Pre-Licensing Course -99 Hours **(Pending outline submission)**

Delaware School of Real Estate

Delaware Statutes for Real Estate Professionals **Approved**

Module(s): 5

Credit Hours: 3

Property Management **Approved**

Module(s):

Credit Hours:

Professional Standards **Approved**

Module(s):2

Credit Hours: 3

Personal Safety in Real Estate **Approved**

Module(s):7

Credit Hours: 3

Guiding Homebuyers: Current Mortgage Programs & Topics **Approved**

Module(s):7

Credit Hours: 3

New Castle County Board of REALTORS

Everything You Always Wanted to Know About Ethics **Approved**

Module(s):2

Credit Hours: 3

The Code of Ethics -Your Promise to Professionalism **Approved**

Module(s):1

Credit Hours: 3

Mediation -A Preferred Method of Dispute Resolution **Approved**

Module(s):2

Credit Hours: 3

Ombudsman-A Preferred Method of Dispute Resolution **Approved**

Module(s): 7

Credit Hours: 3

The CE Shop, Inc.

Real Estate Investing: Building Wealth Representing Investors and Becoming **Denied (No level)**

Module(s): 7

Credit Hours: 6

Accredited Buyer's Representative Designation **Approved**

Module(s): 7

Credit Hours: 12

Code of Ethics : Good for Your Clients and Business **Approved**

Module(s): 2

Credit Hours: 3

Did Your Serve? Home Buying Advantages for Veterans **Approved**

Module(s): 7

Credit Hours: 3

Diversity: Your Kaleidoscope of Clients **Denied (No clock mechanism)**

Module(s): 7

Credit Hours: 3

Foundation of Real Estate Finance **Approved**

Module(s): 7

Credit Hours: 6

From Contract to Keys: The Mortgage Process **Approved**

Module(s): 7

Credit Hours: 6

Keeping It Honest: Understanding Real Estate & Mortgage Fraud **Approved**

Module(s): 7

Credit Hours: 3

Selling to Your Sphere of Influence **Approved**

Module(s): 7

Credit Hours: 3

Title and Escrow; Two Families; One Transaction **Approved**

Module(s): 7

Credit Hours: 3

OnCourse Learning Corp. dba OnCourse Learning Real Estate **Approved**

Concepts in Appraising Green Residential Buildings  
Module(s): 7  
Credit Hours: 3

McKissock Your Education Solution **Approved**  
Smart Home Technology  
Credit Hours: 2

Tri-State Real Estate Learning Center, LLC **Approved**  
Pre-Licensing Course

### **Review of Instructor Applications**

Ms. Giles moved, seconded by Ms. Dean, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Jeffrey Whitmarsh, II	<b>Approved</b>
Brian Pomije	<b>Approved</b>
Michael Selvaggio	<b>Approved</b>
Angrea Selvaggio	<b>Approved</b>
Collena Hope	<b>Denied (Incomplete application)</b>
Michael McAllister	<b>Approved</b>
Williams Horan	<b>Approved</b>
William Salamone	<b>Approved</b>
Roberta Jones	<b>Tabled (need to find out what she was previously approved for)</b>
Louis DeYenno II	<b>Denied (Needs Mod 7)</b>
Henry Wooding	<b>Listed in error</b>
Lori Darkow	<b>Approved</b>

### **CORRESPONDENCE**

There was no correspondence for the Committee to review or discuss.

### **OTHER BUSINESS BEFORE THE COMMITTEE** (for discussion only)

There was no other business before the board.

### **PUBLIC COMMENT**

There was no public comment.

### **NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, September 6, 2018 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

### **ADJOURNMENT**

There being no further business, Mr. Rushe moved, seconded by Ms. Giles to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:04 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Mary Melvin".

Mary Melvin  
Administrative Specialist II

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*